



## BUILDING A BUSINESS PLAN

*Create Your Own Company Business Plan*

**Business Plan Development is a customized process and varies company to company.  
Please contact us for more information.**

### ***Introduction to Concepts, Rollout and Orientation***

Concepts of Success, Motivation and Attitude Change  
Organizational Climate Survey  
Individual Self-Image Profiles  
Success as Related to Past Conditioning

Attitude and Habits – The Effective Motivators  
Multi-Sensory Learning  
Spaced Repetition  
The Power of Goal Setting

### **Typical Facilitation Approach**

Rollout/Orientation  
Pre-work – client's personal insights in workbook (materials provided)  
Offsite team collaboration on Business/Personal Analysis – Part I  
    Additional Pre-work in workbook  
Offsite team collaboration on Vision/Mission/Goals – Part II  
    Summary and Documented Business Plan

### ***What We Build Into Your Business Plan***

#### **Where We Stand Now – Understanding Your Existing Corporate Culture**

##### **BUSINESS ANALYSIS**

Corporate Culture Analysis  
Values Analysis  
Our Shared Values  
Business Strengths  
Opportunities for Growth  
Summary, Evaluation and Application

##### **PERSONAL ANALYSIS**

Management Self Rating  
Personal Managerial Strengths  
Managerial Development Needs  
Principles by Which I Manage  
Comparison of Business and Personal Values  
Summary of Evaluation and Application

#### **Where We Want to Go – Your Strategic Business Plan**

##### **YOUR VISION**

Business Dream List  
Future of the Organization  
Our Vision  
Implementing Our Vision

##### **YOUR MISSION**

Who Are We?  
What Do We Do Best?  
How Do We Do It?  
Who is Our Market?  
Mission Statement

##### **OVERALL BUSINESS GOALS**

Critical Success Factors  
Priority of Overall Goals

##### **ORGANIZATIONAL GOAL SETTING**

Fine Tuning Overall Organizational Goals  
Identification of Division/Department Goals  
Development of Goal to Increase Profitability  
Developing Personal Job Related Goals  
Developing Personal Job Related Tracking Goals

##### **DEVELOPING A WRITTEN PLAN OF ACTION**

Benefits of Achieving Goals  
Barriers within Organization  
Barriers within Department  
Barriers within Self

#### **OTHER LMI DEVELOPMENT TOPICS**

Productivity ■ Teamwork ■ Sales ■ Communication ■ Supervision ■ Leadership

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